

Salesforce Expert

Technical Architect

Application Design Architect



Sovane BIN
9 years of experience
Email : cv@sovane.com

Born in 1980
Nationality : French
Driving License

Employment history

Salesforce - Principal Consultant

Deployed Salesforce for 35 customers from different industries

Energy, Bank, Insurance, Asset Management, Industry, Telco, Services, Distribution, ...

Current position : Lead Architect Salesforce.com for a 17 500 licenses customer

Strategic :

- Accelerate customer Business Transformation by leveraging Salesforce.com Innovations
- Go one step beyond on global governance (Program & Platform)
- Make sure that the customer meets Program ROI objectives by monitoring Business value, usage and adoption at the application level

Tactical :

- Define & Coordinate Salesforce.com Expertise for the Account
- Relay with US Product Salesforce.com team
- Optimize customer releases leveraging Salesforce.com new capabilities
- Benefit from SFDC Customer Experience related to similar challenges
- Industrialize agile methodology for customer program through golden rules & tools

Salesforce.com Pre Sales

High level design, Scoping, Estimation

Salesforce.com Technical expert (Technical Architect)

Apex, VisualForce, SControls, API, Webservices, Sites, Datamigration

Salesforce.com Functional expert (Application Design Architect)

SFA, Marketing, Case Management, Territory Management, Partner Relationship Management, Analytics, Complex sharing models, Content, Ideas, Salesforce 2 Salesforce, Customer Portal, Knowledge



Certified Certified on 100% of the Salesforce certifications

Certified Sales Cloud Consultant

SFA and Marketing Expert

Certified Service Cloud Consultant

Service & Support / Knowledge Expert

Certified Consultant

CON 201 : Implementation Essentials

Certified Administrator

ADM 201 : Administration Essentials

Certified Advanced Administrator

ADM 301 : Advanced Administration

Certified Force.com Developer

DEV 401 : Force.com Essentials

Certified Force.com Advanced Developer

DEV 501 : Visualforce, Force.com Apex Code, and DaaS

Since May 2007

Oct 2005 - May 2007

Cappgemini - Project Manager

EDF CRM : Project management (8 consultants team)

Siebel Order Management : Products and Contracts

May 2004 - Oct 2005

Cappgemini - Consultant

EDF CRM : Siebel Order Management

Technologies : Siebel 7.5, Siebel E-CONFIGURATOR, Siebel PROPOSAL, PHP

Sep 2004 - May 2004
Feb 2003 - Sep 2003
Sept 2003 - Feb 2003
Juin 2002 - Sept 2002

Company creation

Market research : using neuronal networks to predict prices of financial products

STG-Interactive

Web Developer (PHP)

Bakery "Les Panetons"

Web Developer (PHP)

Leang EAP N.D. (Charlotte USA)

Web Developer (HTML & Flash)

Skills

Salesforce

Apex & VisualForce
 SControl
 API & Webservices
 Datamigration
 Sites
 SFA & Marketing
 Case Management & Knowledge
 Territory Management
 Partner Relationship Management
 Analytics
 Complex sharing models
 Content & Ideas
 Salesforce 2 Salesforce
 Customer Portal

Functional

From the Analyse of the Business requirements to the design of the Application

Project

Team management
 Project Management

Integration

Cast Iron Appliance (Informatica like)
 Oracle Salesforce DBRep
 Dataloader

Educational background and trainings

2000 - 2003



Telecom Business School
(Telecom Ecole de Management)

1998 - 2000

Preparation for national competitive entrance exams to leading French « Grandes Écoles »
 Specializing in math and physics.

1997 - 1998

Bac S (specializing in science and math) with honors.
 US equivalent : high school diploma plus one year

Langues

English

Fluent
 TOEIC scored 875 March 2002, 12 months abroad (Florida, California, Ohio, UK and Ireland)

French

Mother tongue

Spanish

Excellent working knowledge, One year in Madrid